

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Standlee Hay Co.

Idaho TechHelp

#### Lean Manufacturing Assures Competitiveness for Standlee Hay Company, Inc.

##### Client Profile:

Standlee Hay Company Inc., develops, markets and delivers forage products (grasses and alfalfa) for its domestic and international customers. The family-owned business swaths, bales and stacks its own hay in a 142,000-square-foot facility in Eden, Idaho. Standlee Hay employs 90 people.

##### Situation:

Standlee Hay realized that due to incredible growth, the company was in need of better control of several processes. They contacted Idaho TechHelp (TechHelp), a NIST MEP network affiliate, for assistance.

##### Solution:

Under a U.S. Department of Labor Lean for Food grant, the company utilized the services of TechHelp to learn about the principles of Lean manufacturing to begin the process of identifying and eliminating waste. TechHelp trained employees in the basics of Lean manufacturing and took more advanced steps to train and implement the Lean tools of 5S Visual Workplace and Total Productive Maintenance. TechHelp also helped to identify a web-based computerized system to establish and control maintenance activities. The computerized maintenance system has improved the uptime of the company's equipment, and the implementation of the 5S Visual Workplace has created a safer, more organized, intuitive and efficient workplace. Employee training has created a more organized and stable workforce that is involved in identifying opportunities for improvement.

##### Results:

- \* Increased sales by 12 percent.
- \* Increased on-time delivery by 100 percent.
- \* Reduced scrap by 33 percent.
- \* Boosted employee morale.
- \* Achieved a more competitive and profitable position.

##### Testimonial:

"Lean Manufacturing has given Standlee Hay the tools to ensure competitiveness in the marketplace. It really helps you think outside of the box."

Dusty Standlee, Chief Operating Officer